

QUESTIONS TO RFP 1005

Question:

1. 2016 Volume information, would you be able to provide a breakdown of volume by Vending machines and volume by the cafeteria (Cases/Gallons).

IVC Response:

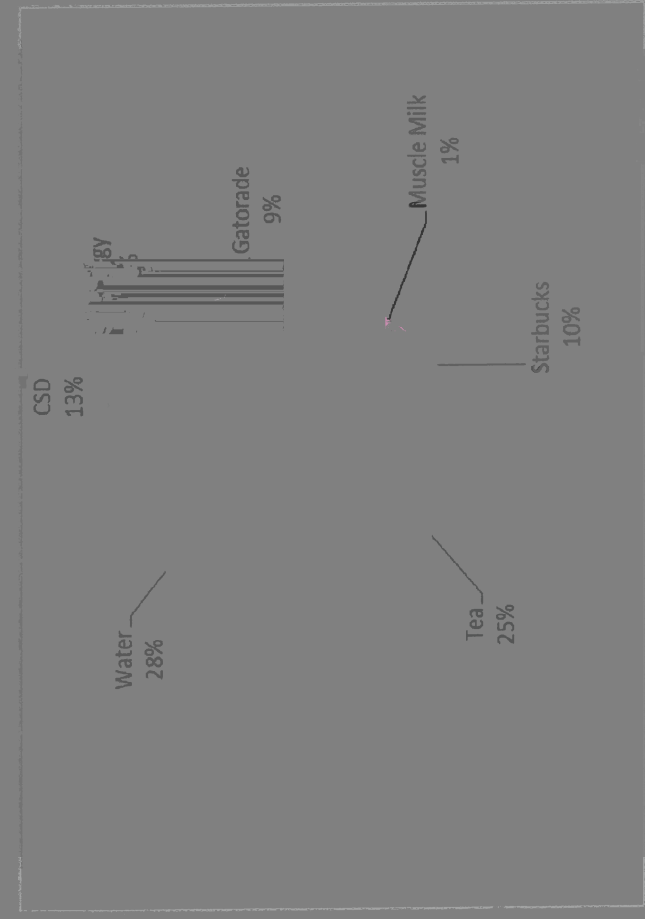
See Attached Chips & Salsa Volume and Categgetting for each case/gallon purchased.

IVC Response:

Yes, we are getting \$1.00 rebate per 24 pack ~~case~~ all bottle and can ~~cases~~ and \$0.50

Our similar products are:

Currently on campus/competitor	Coca Cola Company
Deja Blue	Dasani water



A/O	Revenue	Volume	Change %	Change	Volume	Change %
CSD	1,359	(24)	-2%	(24)	(66)	0%
Energy	236	(17)	-7%	(17)	(24)	13%
Enhanced Water	20	20	0%	20	(17)	2%
Gatorade	955	(25)	-3%	(25)	20	0%
Juice	979	(115)	-11%	(115)	(25)	9%
Kicks	156	6	4%	6	(115)	9%
Muscle Milk	51	20	65%	20	6	1%
O.N.E	94	(4)	-4%	(4)	20	0%
Starbucks	1,111	(30)	-3%	(30)	(4)	1%
Tea	2,693	(132)	-5%	(132)	(30)	10%
Water	2,963	172	6%	172	(132)	25%
B&C		65		65	172	28%
Four		-260		-260	0.7	-22.8

1,273	1,292	(19)
9,344	9,510	(176)

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